DeLorean case sifts an issue of phone calls

By Matt De Lorenzo
Los Angeles Reporter

LOS ANGELES.—Defense attorneys in the DeLorean drug trafficking case here unsuccessfully tried to make an issue of when the prosecution learned of unrecorded calls between the former auto maker and the government's informant in the case.

Under cross-examination, James Timothy Hoffman, the chief witness against DeLorean, admitted telling the grand jury that he recorded all contacts with John Z. DeLorean. Upon later review of his toll records, he told the prosecution that he didn't record all the calls.

Defense Attorneys Howard Weitzman and Donald Re jumped on the admission and said the defense wasn't informed of the unrecorded calls until just before the trial started. They accused Assistant U.S. Attorney James P. Walsh Jr., the lead prosecutor, of a cover-up and indicated they might move for a mistrial or dismissal.

Judge Robert M. Takasugi preempted that challenge, ruling there would be no mistrial or dismissal after reading a report submitted by Walsh explaining the circumstances under which he learned of the unrecorded calls.

Takasugi said he was satisfied with the report and said "I see no misconduct on the part of Mr. Walsh."

• The dispute was just a part of many exchanges between the defense and prosecution that have grown more acrimonious as cross-examination of Hoffman dragged into its third week.

Weitzman finished his questioning of Hoffman last Wednesday and late last week the prosecution began re-direct questioning of its star witness to bolster its case and to clarify inconsistencies that emerged during cross-examination.

Although some inconsistencies surfaced during Hoffman's testimony, Weitzman was largely unsuccessful in getting the informant to trip up in his recollection of the events that led to DeLorean's arrest Oct. 19, 1982, on cocaine trafficking conspiracy charges.

Weitzman had hoped to discredit Hoffman. However, the witness for the most part has not been shaken in his contention that the former auto maker approached him with the idea of a drug deal to generate cash

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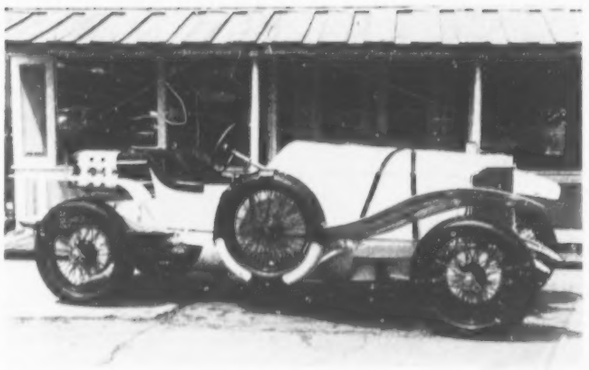

Vintage Mercedes to be auctioned

This 1922 Mercedes Targa Florio Racer is one of 335 vintage automobiles from the Harrah's Automobile Collection which will be sold Sept. 29-30 at a no-reserve auction in Reno. Copies of the auction catalog will be available free in mid-July from Vehicle Auction, Harrah's, P.O. Box 10, Reno, Nev. 89504. The auction list includes seven Duesenbergs, a Cord and 39 Fords dating from 1907 to 1975.

Canada and Japan agree on new quota

By Richard Johnson
Staff Writer

The Canadian and Japanese governments have reached an agreement on a new quota system that will restrict Japanese auto makers to 18 percent of the Canadian passenger-car market through next March.

But while trimming market share, the arrangement permits an 8.5 percent hike in the number of Japanese units which can be sold in the growing Canadian market.

For the fiscal year which began April 1, the Japanese importers may bring at least 166,000 cars into Canada, compared with 153,000 allowed under the 1983-84 quota.

The new agreement also leaves room for a higher ceiling if the Canadian market continues to expand. If total new-car sales for the 1985 calendar year reach 943,000, the Japanese allocation could be pushed upward 11.4 percent to 170,400.

Should calendar year sales fall somewhere between 917,000 and 943,000, the allocation could be adjusted from a base of 166,000 to reflect an 18 percent share of the market. Sales of new passenger cars in Canada last year totaled 843,318.

"There is a safety valve built in," said John Kneale, of Canada's Ministry of Industry, Trade and Commerce in Ottawa. "The final figure could fall somewhere between 166,000 and 170,400."

• In announcing the agreement last week, Canadian Trade Minister Gerald Regan said domestic sales have increased approximately 18 percent since the last

Continued on Page 62, Col. 1

Grand Prix racing could be affected by German strike

By Richard Feast
European Editor

FRANKFURT, West Germany. — The Grand Prix auto racing circus hits Detroit this weekend — with the effects of the West German metal workers' strike threatening future events on this year's circuit.

The strike, now entering its sixth week, has taken out practically the whole of West Germany's auto industry. The shortages of some key components are beginning to worry the Formula One teams, including the McLaren team which has set the pace in this year's championship series.

Today's Grand Prix front runners use turbocharged engines. Mahle, the German piston maker which is one of the strike's prime targets, makes pistons for every turbo team apart from Honda.

Turbo manufacturer KKK supplies units to McLaren-Porsche, Brabham-BMW, Ferrari, ATS and Shadows teams. The intense stresses placed on components like pistons and turbos result in a high rate of turnover.

A two-car Grand Prix team will arrive at a race with half of its supply of 16 engines. An engine is used in practice and another substituted for the race, after which each is stripped down by the manufacturer and rebuilt. Any suspect components are immediately replaced.

But with the strike showing no signs of ending, the teams are becoming concerned about being able to field cars for future races. Inevitably, the leading teams will receive preferential treatment.

The Bosch connection, which is the main problem at the manufacturing end in Germany, is less of a problem for the race teams. Its fuel injection and electronic engine management is used by many of the teams and is even re-programmed for each circuit, but it is subject to less wear and tear than pistons and turbos.

Talks in Stuttgart aimed at settling the strike last week broke down. There have been concessions from employers, but IG Metall's stance seems inflexible: It wants the 40-hour week reduced to 35 wtih no consequent cut in pay.

The prospect of some sort of third-party arbitration is now being raised, but this will require commitments toward compromise.

Ford's Saarlouis factory, located in the state of Saarland which is not directly affected, was the only one in the Federal Republic producing last week. It was building Escorts and Orions at its scheduled rate of around 1,200 daily. Ford had some work in progress at Cologne and Genk (Belgium), but otherwise the country's industry was shut down.

• The strike's effects were felt in another country last week, when 7,500 employes of Fiat's truck (Iveco) and construction equipment (Fiat Allis) companies around Turin were laid off. They were awaiting components from Iveco's Magirus-Deutz subsidiary in Germany.

In addition, other European auto makers buy components from Germany, particularly from Bosch. Its fuel injection equipment is seen on most upmarket models of Saab and Volvo and its Lambda-sond emission equipment is an essential

Continued on Page 62, Col. 4

Sanchez says a sporty car is possible by 1988

Oldsmobile eyes setting up an outside supplier

By Marjorie Sorge

LANSING.—The General Motors reorganization may be the catalyst which helps Oldsmobile set up a fiberglass supply business outside the corporation to sell the components to its competitors, according to Joseph J. Sanchez, Oldsmobile general manager.

"The restructuring (reorganization) removes the auto manufacturing operations from the division, making it only a marketing function," he told Automotive News.

"We produce fiberglass parts right here in Lansing. We build the fenders, doors and quarters for the Pontiac Fiero. We are looking at the Lansing production facilities as separate from Oldsmobile with the possibility of selling those parts to other competitors.

"Why can't we make doors, quarters and fenders if we have the technology and techniques and run it as a business outside the corporation? Those things are being studied now."

Sanchez also said Oldsmobile has been sending representatives around the world for the last six months checking into possible joint ventures for the division.

While he emphasized that the divisions cannot commit GM to a venture, he said it is up to the divisions to initiate the idea and do the legwork. "That is the thrust of the reorganization," he said.

Oldsmobile personnel have visited companies in Japan, Europe and Brazil, among others, he said.

• Sanchez also told Automotive News:

1. Oldsmobile will likely have a two-plus-two car by 1988 which will be exclusively designed and styled for the division by Oldsmobile. Output would be about 5,000 a month or 60,000 a year.

2. Oldsmobile will not lose any models but some of the option packages could be scrubbed as the division moves to streamline operations under the reorganization. It will not lose any representation in the various size and price classes.

3. The dealer discount will not change under the reorganization but dealers will have a greater challenge selling cars once the divisions begin to produce more exclusively designed vehicles.

"The impact (of the reorganization) will be felt three to five years from now as we develop more products and as we get a greater degree of differentiation," Sanchez said.

"The dealers will then have a greater challenge. They will have different models to sell. Today, you can move a car that belongs to three different divisions and is very similar and the best salesman sells the most. Tomorrow, if those cars are totally different, it may require different marketing approaches.

"So the dealers have to be more aggressive. It will be a challenge to the imagination and initiative of the dealer organization."

4. Oldsmobile will need more dealers especially in areas of rapid population growth such as Florida, California and the Southwest.

5. The Japanese will not be as strong competitors in the future as they are forced to

Continued on Page 32, Col. 3

New ideas at Olds

Oldsmobile may set up its own fiberglass company outside General Motors and is actively pursuing possible overseas joint ventures, according to Joseph J. Sanchez, Oldsmobile general manager. The division is also looking for a new two-plus-two car by the 1988 model year.

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59th year — No. 5027

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truck industry news

Totals top previous highs established in record 1978

May, five-month sales set marks

May sales of new trucks of all types in the U.S. were the highest for any month in industry history, and the five-month total also hit an alltime peak.

During the month, according to preliminary factory reports, franchised dealers and factory outlets retailed 404,543 vehicles, an increase of 48 percent over the year-ago 273,288 and 1.7 percent higher than the 397,921 units sold in May, 1978, the previous any-month peak.

Through May, the total of 1,730,755 sales was 45.9 percent higher than last year's 1,185,897 and also 1.7 percent greater than the previous five-month high of 1,701,949 set in 1978.

There were strong advances for both May and the January-May period in all three market segments, with the heavies showing the biggest percentage increases.

During the month, retail outlets sold 379,499 light trucks, a gain of 46.3 percent over last year's 259,413. Mediums were up 15.6 percent, 4,789 versus 4,142. Heavies soared 108.1 percent to 20,255 units, compared with 9,733 a year ago.

Five-month sales of light trucks were 45.9 percent higher than a year ago, from 1,114,027 units in 1983 to 1,625,902.

Through May, 22,397 medium vehicles were retailed, up 21.7 percent over the year-earlier 18,404 units. Heavies totaled 82,456, an increase of 54.2 percent over the 53,466 sold in the like period in 1983.

Among the light trucks, the biggest gains were scored by the compacts, both domestic and imported.

In May, dealers retailed 174,068 units, an increase of 82.8 percent over last year. The five-month total of 714,286 sales was 80.1 percent higher than the year-ago 396,546.

The small trucks accounted

Continued on Page 46, Col. 3

IH increases power in its 6.9-liter diesel

CHICAGO. — A new, more powerful version of its 6.9-liter V-8 medium-duty diesel engine has been announced by International Harvester's Engine Division.

A 165-HP rating for the engine, certified for all 50 states, has been developed primarily for school-bus applications, according to John R. Horne, vice president, Engine and Foundry Division. It will be available on International Model 1753 S-Series school-bus chassis.

The original 155-HP version continues as the standard power plant for International Model 1654 S-Series trucks up to 28,000 pounds GVW.

Acording to Horne, the rapid acceptance of the 6.9-liter engine has been a significant factor in accelerating the transition from gasoline to diesel power among medium trucks and buses.

"We now estimate that nearly 90 percent of all International medium trucks and buses will be diesel by 1988, especially now that we are offering a 165-HP, 6.9-liter engine for school bus applications," he said.

• The naturally aspirated, 6.9-liter engine develops 165 HP at 3,000 RPM and 319 foot pounds of torque at 1,800 RPM. The 155-HP version develops 309 foot pounds of torque at 1,800 RPM. Compression ratio for both engines is 21.5:1.

"Since its introduction more than a year ago, we have continued to improve the 6.9-liter engine," Horne said. "One improvement was a design and materials change to the combustion chamber which resulted in a significant reduction — 2 dB(A)—in the engine's noise level.

"Another change in the nozzle-spray pattern improved combustion," he added.

Horne noted that the 6.9-liter engine used in International S-Series trucks is warranted for 100 percent coverage of parts and labor for the first 12 months or 25,000 miles.

An extended-warranty program covering mileage to 50,000 miles or 24 months, again with 100 percent coverage, also is available.

AMC introduces a full-size 4x4 Custom Wagoneer

SOUTHFIELD, Mich.—American Motors is expanding its 1984 line of full-size sports/utility vehicles by introducing the Jeep Custom Wagoneer.

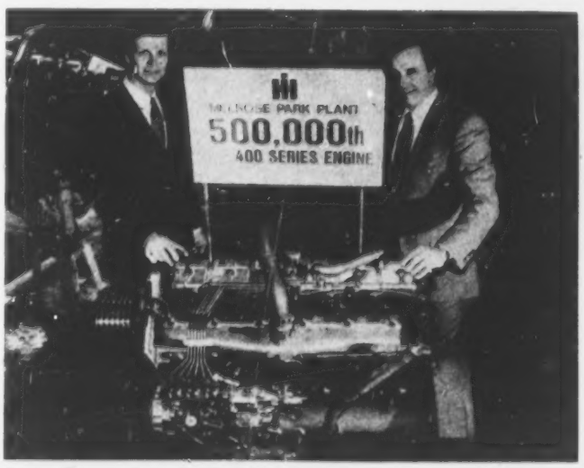
The new model, like the luxurious Grand Wagoneer, is a four-wheel-drive vehicle with a GVW rating of 6,200 pounds and a towing capacity of 5,000 pounds.

"The new Custom Wagoneer will offer buyers of full-size sports/utility vehicles a well-equipped vehicle for a base price of $15,995," said Joseph E. Cappy, group vice president — sales and marketing. "This is one of the few full-size utility vehicles with four doors and seating for six adults.

"The 4x4 market has expanded tremendously this year," he added. "While the major growth has been in the compact-vehicle segment, the full-size segment has also increased. The new Custom Wagoneer will offer our customers another option in this growing market segment."

The Custom Wagoneer is equipped with a six-cylinder engine and automatic transmission with part-time 4x4 system and free-wheeling front hubs. Other standard equipment includes air conditioning and tinted glass, AM/FM stereo with four speakers, bucket front seats with Almond Weschester fabric (a vinyl front bench seat is a credit option), visibility and light groups, full carpeting with extra-quiet insulation, power tailgate window, bodyside moldings, full wheel covers, woodgrain instrument panel and bright window and drip rail moldings.

Optional equipment includes a 360-CID V-8, heavy-duty suspension and two trailer-towing packages with capacities up to 5,000 pounds.



Milestone IH 400-Series diesel

International Harvester's Engine Division recently produced its 500,000th 400-Series diesel engine at Melrose Park, Ill., a DT-466C in-line six-cylinder turbocharged truck engine. With the engine are John Ullrich, right, Engine & Foundry Division manufacturing vice president, and Paul Roseland, plant manager.

Western Star's 'All Star'

A specially designed, limited-edition highway truck, the "All Star," marks the first year of Western Star Trucks in the U. S. market since the discontinuance of distribution of the heavy trucks by Volvo White Corp.

Special model marks Western Star's 'birth'

BELLEVUE, Wash.—Western Star Trucks is marking its first full year in the U.S. distribution of Western Star heavy trucks with the production of a limited-edition highway truck.

Called the "All Star," the truck is Western Star's base model, the 4964 6x4 with a 60-inch walk-in sleeper.

Each of the 100 units to be built will have a special serial number and a personalized buyer package, according to Richard M. Pattison, Western Star marketing manager.

He said all 100 units have been claimed by dealers and will be available this month or July.

"We wanted to turn out a limited edition that celebrated our first year in the U.S. market," Pattison said. "This truck offers all the options our customers want most—plus several special added attractions."

Western Star trucks, which now are produced only in Canada, previously were marketed in the U.S. by Volvo White Truck Corp.

The "All Star" has a red-burgundy-blue star design on an exterior silver background, and special gray and burgundy naugahyde upholstery.

"One important feature of the All Star," said Pattison, "is a mobile telephone that will enable truck operators to make all types of phone calls without having to leave the cab."

Component options include a Cummins NTC400 400-HP or

Continued on Page 20, Col. 5

Ohio outlet had both trucks, farm equipment at the start

IH dealership looks back 40 years

WOOSTER, O.—Since its beginning in the days of World War II, Harold Cook, Inc., has been an integral part of the town of Wooster. The IH dealership is celebrating 40 years in the truck business this year.

"During the second World War, my father started the business with C. W. Sommer and Don Tanner, who already operated a dealership in Lodi, Ohio," said Roger Cook, son of the founder and now president and general manager of Harold Cook, Inc.

"My dad worked his way up in International's truck organization during the Great Depression from a floor sweeper at the old Cleveland retail branch to zone manager on the Cleveland district sales staff. He was in business with Sommer and Tanner for 25 years until he and I finally bought out their interest in the operation."

Originally known as Buckeye Truck & Implement Co., the dealership sold farm equipment, in addition to trucks, until the mid-1960s.

The business was renamed Harold Cook, Inc., in 1960 when the firm dropped the farm-equipment segment of the business and added cars. Roger Cook joined the dealership in 1962 as a truck salesman.

"I had been selling pharmaceuticals for Charles Pfizer Laboratories after earning a BA degree in pre-med from Ohio Wesleyan University," Cook said. "My dad wanted to diminish his role, but we both wanted to keep the business in the family."

Roger became president and general manager when his father died in 1970.

Today, Harold Cook, Inc., has 21 full-time employes and annual sales of approximately $3 million in trucks, parts and service. Cook's 25,000-square-foot facility is located on four acres along Old U.S. Route 30, said Roger, along which many IH dealerships had staked their roots over the past four or five decades.

"We are the oldest dealership in Wooster," said Cook.

The truck industry has changed over the last four decades, and today's economic conditions and fierce competition present IH dealers a great challenge to capture a respectable share of a tighter market.

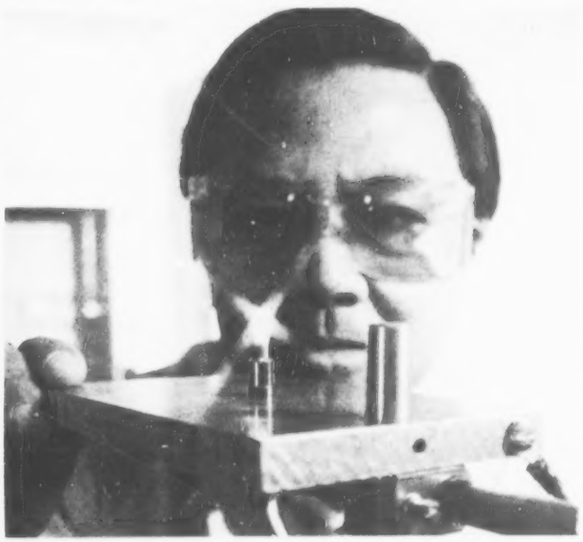
"Our area has been particularly hard hit," Cook noted. "We are a rural and agricultural area, and in addition, the center of the oil and gas service and supply business. We're tied to these businesses, which have had some very lean times lately."

But Harold Cook, Inc., is constantly seeking ways to attract new business.

"We hold parts and service

Continued on Page 30, Col. 5

engineering



For glowing starts

Senior Staff Engineer C. T. Young at Allied Corp.'s Automotive Technical Center in Troy, Mich., checks a prototype glow plug with an optical pyrometer. The plug will go into a modified diesel engine for testing under simulated driving conditions.

Engineers go to Washington

Hot SAE sessions in the capital

By Roger Rowand
Engineering Editor

WASHINGTON. — After a year of preparation, the SAE held its first Government/Industry Meeting & Exposition here and the event received a generally satisfactory grade.

It was a first and some foot-wetting was evident, but the over-all reaction was favorable.

NHTSA Administrator Diane K. Steed said the meeting offered an excellent opportunity for constructive interchange between government officials and an industry they regulate. Conference-goers appeared to agree.

"This one was not as large as most SAE meetings and that gave us a chance to listen effectively. There were fewer parallel sessions so it was possible to attend what you wanted to more readily. We've had an interchange right along with the industry, but this was of value," said Philip W. Davis, chief of NHTSA's Crashworthiness Division.

Another comment on size came from an emissions specialist with Volkswagen of America: "This is smaller and a lot easier to handle than, say, the big meeting in Detroit early in the year."

On booth duty at the Digalog display, a salesman said, "We've had a few people, a handful, but they've been pretty good. We've been successful with it."

There were an estimated 700 in attendance here and there were about a dozen exhibitors. At the annual Congress & Exposition in Detroit, there were

Continued on Page 43, Col. 1

Rowand report

By ROGER ROWAND

FBI tracking engineers

WASHINGTON. — You won't see any posters on the Post-office wall, but the FBI has a new person on its Most Wanted list.

The Federal Bureau of Investigation is looking for engineers it can hire as special agents and as non-agent technical specialists.

Why would any engineer leave, say, the auto industry to plunge into fighting terrorism, narcotics trafficking, crime and espionage?

Visit FBI headquarters here and sit down with Special Agent William A. Bayes, assistant director of the bureau's Technical Services Division. Listen as he describes the need and what a bureau job means.

"One important aspect is the challenge of making an immediate, near-term or long-term contribution to the country," he said.

Engineers do join the FBI for that patriotic reason. Bayes said it is part of a package of reasons that includes a wide variety of professional work, a chance to develop diverse skills, opportunity to offer research and development programs significant input and the prestige that goes with being with the FBI. Bayes said the quality of leadership in the agency also is an important reason for working there.

The salary alone isn't going to lure any engineers from Warren, Mich., or Kokomo, Ind., or Huntsville, Ala., or Detroit.

An agent's salary begins at $28,860 but annual earnings of $30,000 to $50,000 can be anticipated, Bayes said. An engineer heading a unit can make $60,000, he said.

Some technical personnel in the agency are special agents, others are not.

• Bayes said the feds are leaders in high technology. "We're state-of-the-art and beyond in technical support of our investigative efforts," he said.

His division soon will open an engineering R&D center at Quantico, Va., just outside Washington. That should be the most up-to-date facility of its kind in the world.

"We do most of our own engineering and the major effort now is in the electronics area," Bayes said.

Electronic surveillance is an important area for the FBI, of course. Voice privacy is another. With 17,000 VHF radios in the field, privacy is critical.

A new private radio system has just gone into use in Los Angeles, just in time for the Olympics. It's digitized and conversation is in crypto. The setup was developed by FBI engineers and technicians and equipment was purchased from Motorola.

"We are a service organization and our clients are the agents in the field," Bayes said. "The Los Angeles system is an example of serving a broad-scale project. We also do one-of-a-kind, customized components and devices and our own countermeasures."

Bayes, a physicist, is a computer science engineer today but has worked as an engineer in the space program.

"Our new facility is a plus," he said. "We've been contacting large companies and asking how they establish a work environment for engineers.

"But, this is more than a job. There is a great challenge and a great opportunity here to do well."

The FBI has about 20,000 employes and an annual budget of about $1 billion. Bayes calls its R&D program the most outstanding one in the government.

ENGINEERS Two paths await you for an interesting and challenging career with the FBI.

The Federal Bureau of Investigation offers Engineers an opportunity for employment as:

Engineers Technicians

Special Agents

The Federal Bureau of Investigation has immediate need for engineers and other technical professionals to develop and support the next generation of state-of-the-art technical investigative equipment and systems used in criminal and foreign counter intelligence investigations. These positions offer significant hands-on experience in concept formulation, requirements specifications, development, and deployment. The technical areas include: RF Systems, Digital Circuit Design, Signal Processing, Antenna Design, Computer Systems Architecture, Analog Circuit Design, and Integrated Circuit Design. Positions are available at the GS-7 through GS-14 levels depending upon qualifications. Positions are located in the Washington, D.C. area.

The FBI is in a unique position of having both criminal and counter intelligence responsibilities. These vastly different efforts require different ranges of technical equipment and allow the FBI to offer engineer positions in Research and Development or Operations Engineering.

Special Agent careers are available covering a wide variety of work assignments, special cases and locations. Salary begins at $28,860.00.

All applicants must be U.S. citizens and will be subjected to a background investigation. Special Agent applicants must be between the ages of 23 and 35 and meet physical requirements. The FBI is an equal opportunity employer.

Come hither

Ad in newspapers and scientific magazines aims at attracting FBI candidates.

27-year court battle ends

Inventor's team wins fight with GM

By Roger Rowand
Engineering Editor

OAK PARK, Ill. — In an era in which a lot of people can hardly contain themselves till the day's state lottery number is drawn, the ordeal of John Arthur Hendricks, 76, of this city, seems impossible to have endured.

Hendricks is an inventor who started a patent infringement battle against General Motors and other automotive giants back in 1956. The battle was won last year. That was when a U. S. Supreme Court decision was handed down and Hendricks received his share of a $20 million court-ordered payment from GM.

His cut amounted to around $700,000, but Uncle Sam snagged some $200,000 of that in taxes, he said.

Hendricks is a chipper individual not at all embittered by 27 years of legal maneuvering as he fought what he calls the world's richest corporation. He is bent up a bit by arthritis, however, and uses a cane.

His wife, Jeri, has worked as an activities, or occupational therapist and as an interior decorator through the years of legal entanglement. She also shows no signs of bitterness or anger.

"As you wait for these things, you deteriorate," she said. "If we'd gotten the money even 10 years ago, the dollar would have been worth much more and we would have been much more spry. But, we have a philosophy of life that anything that will be will be.

"We figured it would happen some day. We had a lot of faith and we lived as though it would happen," she said.

Hendricks said: "We never had any doubt. As soon as the patent was established, we won all the way up to the Supreme Court."

One thing the Hendrickses did abstain from in those years was the purchase of any Detroit-made car. They've owned a Citroen, two Mercedes, Volvos, a Saab, a BMW and once were tempted by a Facel Vega. Hendricks now owns a Mazda RX-7. Mrs. Hendricks drives a Chrysler LeBaron — loaded.

One of the surprising things about Hendricks and that $700,000 is the fact he sold the patent in question years ago.

The patent, issued in 1952, covers a die lubrication system widely used in cold forming auto bumpers. Suits were filed early on against all the U. S. bumper makers including Ford Motor Co., Chrysler Corp., Houdaille Industries and GM. All but GM settled. The settlement money, about $800,000 went to support the fight against GM, Hendricks said.

His patent covered an assembly line dry-film lubricant that is an instant-drying, melting, flowing barrier film that can be melted off with hot water. A die lubricant prevents binding, galling, tearing.

All those conditions which ruin sheet metal parts are related to heat at the work piece that is so high that metals weld spontaneously under pressures of as high as 2,000 tons per square inch as in the case of bumper stampings, he said.

It was developed on a shoestring in a Cleveland storefront lab. Its use saved $2 a bumper through the elimination of several steps in manufacturing and a good deal of labor.

The inventor, lacking a degree, calls himself a homemade chemist. His credentials, however, are impressive. He has been employed as a research chemist with such highly regarded outfits as duPont, Udylite and the University of Michigan where he enjoyed a faculty status.

One company fired him when

Continued on Page 38, Col. 3

In court 27 years

John A. Hendricks and wife Jeri endured 27 years of litigation after charging General Motors with patent infringement. Hendricks' team finally won, to the tune of $20 million.

PRODUCTION OVERSEAS

FRANCE
Cars

	1st 5 mos. 1984	1st 5 mos. 1983
Peugeot SA	335,810	375,679
Citroen	131,673	156,860
Peugeot	176,596	155,952
Talbot	27,541	62,867
Renault	406,074	436,103
Total	741,884	811,782

Vans, trucks, buses

CBM	9	21
Peugeot SA	30,286	32,720
Citroen	7,681	8,249
Peugeot	18,322	17,623
Talbot	4,283	6,848
Renault	64,239	53,119
Sovam	19	19
Unic	1,859	1,802
Total	96,412	87,681
Total vehicles	838,296	899,463

UNITED KINGDOM
Cars

	1st 5 mos. 1984	1st 5 mos. 1983
BL	76,829	75,278
Austin Rover	69,259	67,960
Jaguar	6,056	4,837
Land Rover	1,514	2,481
Carbodies	280	298
Ford	58,827	51,452
Lotus	152	91
Panther	58	n/a
Reliant	22	16
Rolls Royce	310	209
Talbot	17,402	18,342
TVR	50	24
Vauxhall	21,850	22,233
Others	112	103
Total	175,892	168,046

Vans, trucks, buses

Bedford	10,626	7,169
BL	14,074	15,937
Austin Rover	4,014	5,711
Land Rover	4,713	5,175
Freight Rover	3,374	3,053
Leyland Veh.	1,973	1,998
ERF	195	284
Foden	128	111
Ford	17,918	19,713
Hestair Dennis	164	107
Karrier	580	794
MCW	41	72
Reliant	50	0
Seddon Atkinson	240	236
Others	51	135
Total	44,067	44,558
Total vehicles	219,959	212,604

SPAIN
Cars

	5 mos. 1984	5 mos. 1983
Ford	41,878	37,392
General Motors	41,220	25,519
Peugeot SA	25,190	30,172
Citroen	14,118	22,377
Talbot	11,072	7,795
Renault	47,236	55,760
Seat	32,241	35,679
Total	187,765	184,522

Vans, trucks, buses

Enasa	1,660	2,259
Ford	1,506	1,048
Land Rover	1,987	3,451
Mercedes-Benz	2,329	1,707
Motor Iberica	3,129	3,278
Peugeot SA	2,490	4,410
Citroen	2,490	4,410
Renault	5,995	5,907
Seat	4,380	3,736
Setra	40	0
Total	23,516	25,796
Total vehicles	211,281	210,318

REGISTRATIONS OVERSEAS

WEST GERMANY
Cars

	4 mos. 1984	4 mos. 1983
Alfa Romeo	4,652	4,110
Austin Rover	2,990	1,590
Bertone	317	324
BMW	66,525	58,735
Daihatsu	2,371	2,073
Ferrari	111	
Fiat Auto	41,577	36,376
Ford	107,227	112,094
General Motors	166,961	174,916
Honda	14,726	12,039
Isuzu	932	169
Jaguar	565	222
Lada	3,417	2,874
Mazda	24,845	17,519
Mercedes-Benz	93,811	88,797
Mitsubishi	15,285	13,822
Nissan	22,000	15,495
Pininfarina	201	190
Porsche	5,056	4,636
Peugeot SA	38,748	32,780
Citroen	15,245	14,894
Peugeot/Talbot	23,503	17,886
Renault	34,875	35,054
Saab	1,469	1,327
Seat	1,578	
Skoda	825	581
Subaru	2,299	1,999
Suzuki	5,099	4,421
Toyota	17,950	18,626
VW-Audi Group	262,608	253,865
Audi	57,352	65,236
Volkswagen	205,256	188,629
Volvo	5,913	5,662
Others	381	505
Total	945,314	900,801

UNITED KINGDOM
Cars

	4 mos. 1984	4 mos. 1983
Alfa Romeo	1,693	2,658
BL	127,824	117,239
Austin Rover	123,983	113,667
Jaguar	2,761	2,604
Range Rover	1,080	968
BMW	10,192	9,744
Daihatsu	1,905	1,642
Fiat Auto	18,199	17,127
Ford	180,524	197,208
FSO	1,414	1,350
General Motors	119,981	86,997
Honda	5,501	5,363
Hyundai	1,054	1,111
Lada	5,416	6,505
Lotus	199	167
Mazda	6,035	5,554
Mercedes-Benz	6,192	5,490
Mitsubishi	3,804	3,181
Nissan	28,653	30,723
Panther	85	10
Peugeot SA	36,563	39,959
Citroen	10,474	9,892
Peugeot/Talbot	26,089	30,067
Reliant	48	37
Renault	22,740	24,913
Rolls-Royce	230	279
Saab	3,380	3,529
Skoda	4,028	3,606
Subaru	827	948
Suzuki	1,232	1,298
Toyota	9,523	9,709
VW-Audi Group	37,137	38,909
Volvo	22,593	23,746
Zastava	1,804	1,245
Others	2,048	1,871
Total	660,824	642,118

ITALY
Cars

	4 mos. 1984	4 mos. 1983
Alfa Romeo	48,935	36,539
BL	7,832	11,240
BMW	11,690	10,513
Fiat Auto	347,312	323,489
Fiat	293,698	272,771
Lancia/ Autobianchi	53,614	50,718
Ford	25,421	28,937
General Motors	23,730	20,549
Innocenti	7,659	4,980
Mercedes-Benz	5,292	4,439
Peugeot SA	43,234	40,392
Citroen	24,227	23,101
Peugeot/Talbot	19,007	17,291
Renault	59,800	65,324
VW-Audi Group	29,764	36,259
Audi/Porsche	6,479	9,407
Volkswagen	23,285	26,852
Volvo	7,693	7,321
Total	630,876	595,880

SWEDEN
Cars

	4 mos. 1984	4 mos. 1983
Alfa Romeo	360	160
BMW	1,388	1,153
Daihatsu	311	230
Fiat Auto	2,024	1,488
Ford	8,202	6,692
General Motors	7,496	6,122
Honda	1,192	1,013
Lada	494	567
Mazda	3,431	3,635
Mercedes-Benz	1,776	1,250
Mitsubishi	494	540
Nissan	2,002	1,593
Peugeot SA	2,553	2,048
Citroen	1,199	936
Peugeot/Talbot	1,354	1,112
Porsche	97	54
Renault	636	618
Saab	10,835	10,037
Skoda	106	124
Subaru	257	177
Suzuki	1	0
Toyota	2,989	2,745
VW-Audi Group	9,184	7,221
Audi	2,241	1,334
Volkswagen	6,943	5,887
Volvo	21,685	21,126
Others	10	9
Total	77,486	68,603

AUSTRIA
Cars

	4 mos. 1984	4 mos. 1983
Alfa Romeo	1,023	970
BL	87	186
BMW	3,620	3,459
Daihatsu	281	323
Fiat Auto	6,308	4,578
Ford	8,551	7,852
General Motors	11,290	13,333
Honda	1,652	1,486
Lada	493	621
Mazda	7,935	9,774
Mercedes-Benz	2,532	2,812
Mitsubishi	1,370	1,801
Nissan	3,867	6,283
Peugeot SA	5,923	5,791
Citroen	2,582	2,402
Peugeot/Talbot	3,341	3,389
Porsche	232	199
Renault	4,174	4,135
Saab	152	179
Seat	382	0
Skoda	259	321
Subaru	746	1,346
Suzuki	384	327
Toyota	3,674	4,299
VW-Audi Group	15,362	18,544
Audi	2,980	4,728
Volkswagen	12,382	13,816
Volvo	1,363	1,456
Others	43	55
Total	81,603	90,130

SWITZERLAND
Cars

	3 mos. 1984	3 mos. 1983
Alfa Romeo	1,786	2,525
AMC	52	101
Austin Rover	628	867
Bertone	52	77
BMW	3,704	3,293
Daihatsu	246	416
Ferrari	47	64
Fiat Auto	5,859	6,279
Ford	4,441	9,572
General Motors	10,719	8,926
Honda	2,001	2,013
Isuzu	175	146
Jaguar	111	111
Lada	9	178
Maserati	104	2
Mazda	2,281	3,773
Mercedes-Benz	1,940	2,169
Mitsubishi	2,257	2,626
Nissan	2,183	5,831
Peugeot SA	6,246	7,374
Citroen	3,000	3,270
Peugeot/Talbot	3,246	4,104
Pininfarina	53	127
Porsche	455	423
Puch	30	39
Renault	3,908	5,354
Saab	328	358
Skoda	37	79
Subaru	1,715	2,178
Suzuki	964	1,125
Toyota	4,942	6,567
VW-Audi Group	10,596	11,541
Audi	2,739	3,490
Volkswagen	7,857	8,051
Volvo	1,574	1,788
Others	31	89
Total	69,518	86,208

NORWAY
Cars

	3 mos. 1984	3 mos. 1983
Alfa Romeo	12	23
BMW	591	538
Daihatsu	146	292
Fiat Auto	1,332	417
Ford	3,851	51,184
General Motors	2,821	3,973
Honda	741	826
Lada	598	756
Mazda	3,112	3,478
Mercedes-Benz	412	451
Mitsubishi	884	1,137
Nissan	1,371	2,159
Peugeot SA	1,599	1,150
Citroen	523	513
Peugeot/Talbot	1,076	997
Renault	84	169
Saab	697	594
Skoda	100	120
Subaru	274	362
Toyota	2,074	2,272
VW-Audi Group	2,676	3,035
Audi	575	697
Volkswagen	2,101	2,338
Volvo	2,135	2,219
Others	90	78
Total	25,600	29,593

DENMARK
Cars

	3 mos. 1984	3 mos. 1983
Alfa Romeo	92	56
BL	183	32
BMW	848	573
Dacia	284	2
Daihatsu	396	976
Fiat Auto	2,102	1,132
Ford	5,684	4,481
FSO	223	111
General Motors	6,191	3,834
Honda	342	363
Lada	1,170	1,343
Mazda	3,727	3,067
Mercedes-Benz	219	227
Mitsubishi	358	258
Nissan	1,805	2,155
Peugeot SA	2,531	2,156
Citroen	1,632	1,267
Peugeot/Talbot	899	880
Renault	173	179
Saab	547	712
Skoda	2,279	2,102
Subaru	31	84
Suzuki	6	0
Toyota	3,870	2,824
Trabant	31	44
VW-Audi Group	2,825	1,452
Audi	198	232
Volkswagen	2,627	1,220
Volvo	1,633	1,103
Wartburg	317	328
Zastava	131	0
Total	37,999	29,820

FRANCE
Cars

	2 mos. 1984	2 mos. 1983
Alfa Romeo	3,446	4,766
BL	4,485	3,904
BMW	5,519	5,148
Ferrari	12	24
Fiat Auto	16,172	12,126
Ford	21,503	24,480
FSO	272	289
General Motors	11,770	11,795
Honda	750	1,292
Lada	3,695	3,530
Mazda	1,246	2,728
Mercedes-Benz	3,041	2,922
Mitsubishi	543	760
Nissan	1,896	2,731
Nuova Innocenti	227	226
Peugeot SA	91,326	93,070
Citroen	37,015	40,008
Peugeot	46,369	37,761
Talbot	7,942	15,301
Porsche	250	289
Renault	83,485	102,717
Saab	174	102
Skoda	564	512
Seat	1,393	
Toyota	1,362	2,081
VW-Audi Group	14,224	19,556
Audi	4,232	4,456
Volkswagen	9,992	15,100
Volvo	2,454	1,626
Zastava	187	382
Others	231	9
Total	269,878	296,970

world news briefs

Ludwigsen: On Bond Street.

Ludwigsen surfaces

Karl Ludwigsen, former vice president of Ford of Europe, establishes a "think tank" focused on the auto industry. Among projects currently being studied are sports car and luxury car markets, electric vehicle prospects, the effects of fuel costs on segmentation in world markets, strategies for productivity improvements and the impact of legislation on car design. Ludwigsen Associates is based on Bond Street, London.

M-B buys from Mitsubishi

Mercedes-Benz Espana will buy gasoline engines from Mitsubishi Motors Corp. starting next year. Volume of 6,000 a year is projected.

Reliant looks to exports

Reliant Motor, British specialist sports car and three-wheeler maker, is thinking seriously of exporting its forthcoming small sports car to the U.S. The car, powered by a Ford CVH engine and to cost around $10,000 in the UK, will debut at Birmingham's international auto show in October.

Ford stakes claim

To counter claims by other auto makers, Ford issues a list of what it says were last year's world best sellers. Ford figures, based on production, put Escort on top with 827,000. Next are Renault 9 (730,000), Toyota Corolla (705,000), VW Golf (611,000), Nissan Sunny (556,000), Ford F-series (538,000) and Renault 5 (434,000).

Sinclair declines Belfast

Sinclair Vehicles rejects a plan to build its forthcoming 1975 electric vehicles at the former DeLorean car factory in Belfast, Northern Ireland. The first vehicles will be made instead in South Wales.

Bedford CF revamp

General Motors' Bedford Commercial Vehicles launches a second generation CF medium-van line. Features include a 2-liter gas engine which replaces 1.8 and 2.3-liter units, new transmissions, front disc brakes, lower service costs and improved cab interior.

Lotus wins appeal

Group Lotus wins its appeal against the Inland Revenue's $120 million tax demand.

Praise for Fiat accounts

The European Federation of the Financial Analysts' Societies (EFFIS) declares that the 1982 consolidated financial statements of the Fiat Group contain the best corporate information in Europe.

Big bus order

Volvo Bus Corp. lands its largest order ever for articulated buses. The Greater Stockholm Transport Authority ordered 126, plus 80 two-axle buses.

Engineers go to Washington

Hot SAE sessions in the capital

Continued from Page 22

thousands in attendance and exhibits numbered in the hundreds.

In Michigan in January, the weather has a tendency to occupy center stage. The same was true here with the mercury pushing 90 degrees. The Mayflower Hotel's air conditioning was limping under a burden of extensive hotel remodeling. Some sessions in smaller hotel meeting rooms became uncomfortable.

Topics studied during the four days of talk in panel discussions, question-and-answer sessions and corridor conversations covered a wide range.

They included fuel economy, with emphasis on what should happen when CAFE rules expire, emissions, military vehicles and research, lobbying and consumer information.

NHTSA reps gave engineers a look at areas of interest likely to get heavy federal research attention in the months ahead.

Michael M. Finkelstein, NHTSA associate administrator for research and development, presented a look at how the money is spent.

NHTSA Motor Vehicle Research (in 000s)

Area	Fiscal year 1984	Fiscal year 1985 (Requested)
Crashworthiness	$8.239	$9.350
Crash avoidance	2.650	2.855
Heavy-duty	360	800
Air Bags	1.000	2.500

In addition, the National Center for Statistical Analysis gets about half of all NHTSA research funds.

EPA officials said their agency will be concentrating on control of heavy-duty truck emissions — diesel particulates and oxides of nitrogen — and the study of methanol as an additive and as a constituent in photochemical smog.

EPA will be taking an unaccustomed role when it develops heavy-duty emissions control technology, SAE was told. Normally, others develop control technology to meet EPA regulations.

There did not seem to be any trouble communicating among participants in the event on Connecticut Ave. but there was general agreement that the miles between Detroit and Washington are a drawback to smooth communications.

One of the best-attended sessions covered emission controls tampering and misfueling — using leaded gasoline in vehicles with catalytic converters.

Philip J. Lang, marketing advisor for Exxon Co., U.S.A., delivered some good news from the misfueling front. Exxon researchers are reporting a dip in the number of people misfueling.

In the first quarter of 1984, misfueling occurred at a rate of 6.8 percent, down from a rate of 8.4 percent a year earlier. Analysis indicates the drop was due largely to a higher mix of newer cars, Lang said.

Cars dating from 1975 to 1977 constitute 25 percent of the total U. S. car population now versus 32 percent a year ago. The three youngest model-year cars made up 36 percent of the total in this year's first quarter compared with 23 percent a year before, he said.

Government and petroleum industry researchers have an impressive amount of knowledge about the misfueler. He fits a pattern.

He is under 25, earns less than $25,000 a year, lives in the rural South or Southwest, and is a do-it-yourselfer. Some 80 percent of the misfuelers use self-service pumps and pay cash. Many drive pickups. They generally buy the leaded gas because it is priced lower than unleaded fuel.

Champion Spark Plug promotes Black to VP

TOLEDO.—Richard L. Black has been named Champion Spark Plug Co.'s vice president of research and development succeeding Richard C. Teasel, who is retiring after 35 years with the company.

Black, 36, began working for Champion's research and development department in 1969. Most recently, he served as director of international manufacturing. Teasel has been R&D vice president since 1968.

Rapid Transit System slates lawn show

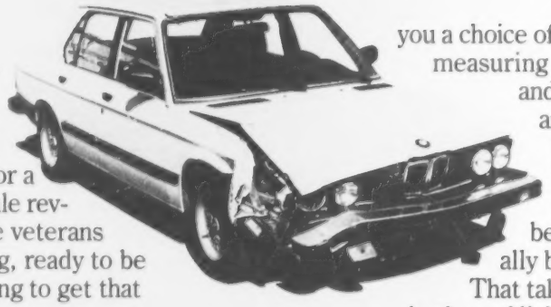
DEARBORN. — Rapid Transit System here is presenting the second annual Mopar Lawn Show July 8 at the Edsel and Eleanor Ford House, Grosse Pointe Shores, Mich.

Rapid Transit System is a nonprofit organization which restores Chrysler Corp. vehicles.

Dimmitt breaks ground

Larry H. Dimmitt Sr., president, Larry Dimmitt Cadillac, Inc., Clearwater, Fla., breaks ground for Larry Dimmitt BMW, Inc., Hudson, Fla. With Dimmitt are sons Lawrence, left, and Richard.

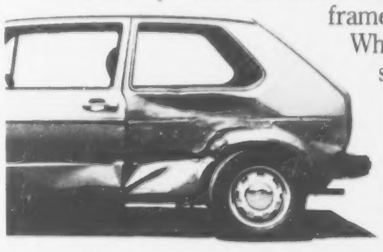
Think of them as income-ing wounded.



New car sales will have their ups and downs, but you can always count on one thing: Accidents will happen.

So if you're looking for a constant source of aftersale revenue, just look at all those veterans of collisions, limping along, ready to be repaired. Somebody's going to get that business. Why not you?

All it takes is one wise investment in a repair system that can handle all unibodies, for every make and model. And take care of frame chassis, too.



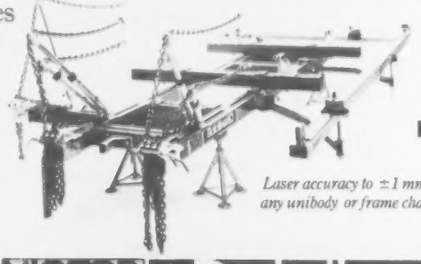
What it takes is a system like Dataliner. Dataliner can put you right into the thick of the collision repair business. It's easy to learn. And it can pull a car back into shape faster, easier and more accurately than anything else on the market.

You don't have to make a major investment in shop redesign or installation either. Dataliner is portable. And its space-saving footprint won't gobble up your square footage.

But what really makes Dataliner so effective is a special combination of measuring and pulling that no other system can match. We give you a choice of two patented measuring systems (laser and mechanical) and all the pulling power you need to turn bashed bodies back into beauties. And actually beat factory specs. That takes care of comebacks and liability problems and makes for satisfied customers. Once the word is out, anyone who values his vehicle is a potential customer.

Dataliner is expandable, too. With five complete hardware packages to choose from, you can tailor your system to your current needs and build it as your business grows.

So whenever you see those casualties of collisions, think of them as income-ing wounded. And think of Dataliner. Along with your new outlook, you'll get a whole new source of backroom revenue.



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#7984

Totals top previous highs

May, five-month sales set marks

Continued from Page 18

for 45.9 percent of the light vehicles sold during the month, and 43.9 percent of the five-month total.

May sales of small trucks built in the U.S. totaled 115,418 units, up 105.6 percent from last year's 56,124. Imports were 49.9 percent higher than a year ago, 58,650 versus 39,117.

Through May, sales of the domestics were up 106.8 percent to 481,593 units, compared with 232,847 in 1983. Imports totaled 232,693, a gain of 42.1 percent over the year-earlier 163,699.

The domestic compacts accounted for 66.3 percent of the small trucks retailed in May, and 67.4 percent of the five-month total.

Going into June, there were 679,098 unsold new trucks in retailers' hands, an increase of 23.2 percent over the year-earlier 551,316 units.

Light-truck stocks totaled 623,658 units, a gain of 21.8 percent over the year-ago 511,954. Mediums were up 21.9 percent, 13,889 versus 11,396. Heavies totaled 41,551 units, 48.6 percent higher than last year's 27,966.

• Big Three dealers retailed 314,590 new trucks during May, an increase of 41.4 percent over last year's 222,442. The five-month total of 1,352,550 units was 39.4 percent higher than the year-earlier 970,001.

Chevrolet reported 122,567 sales during the month and moved to within 350 units of No. 1 Ford in the five-month count.

Its dealers retailed 496,479 vehicles in the January-May period, up 31.2 percent over the year-ago 378,321 units. The May total was 44.5 percent higher than last year's 84,815 sales.

During the month, Ford dealers sold 115,200 new trucks, bringing the five-month count to 496,821 units. The May total was up 30.7 percent from the year-ago 88,169, while the January-May count was 32.3 percent higher than the previous year's 375,426 units.

Dodge and Chrysler dealers retailed 47,396 units in May, a gain of 90 percent over last year's 24,939. Through May, the total was 104.4 percent higher, from 109,535 units in 1983 to 223,932.

GMC's May sales were the second highest in history, and the total for the final 10 days of the month was the highest ever.

During the month, GMC dealers retailed 29,427 vehicles, a 20 percent increase over last year's 24,519. The alltime May high of 33,368 sales was set in 1978. May also was the 14th straight month in which sales topped the year-earlier count.

Through May, sales totaled 135,318 units, an increase of 26.8 percent over the 106,719 retailed in the like period a year ago.

May sales of Jeep four-wheel-drive vehicles totaled 13,489 units, a gain of 99 percent over last year's 6,777. The downsized Cherokee and Wagoneer accounted for 56 percent of the month's sales.

The five-month Jeep total was up 110.5 percent to 60,494 units, compared with 28,740 a year ago. Again, the smaller Cherokee and Wagoneer took 56 percent of the count.

Only 56 of the discontinued Volkswagen compact pickup trucks were retailed during the month, compared with 753 last year. The January-May total was down from 2,796 units in 1983 to 336.

May and calendar-year sales were up dramatically for all five distributors of the Japanese-built compact pickup and sports/utility vehicles.

Toyota dealers retailed 26,363 new trucks during the month, an alltime high for any month and 70.5 percent higher than last year's 15,465. Through May, the total was up 61.3 percent to 100,305 units, compared with 62,198 in the like period a year ago.

In May, Nissan/Datsun dealers sold 19,003 vehicles, an increase of 63.7 percent over the year-earlier 11,611 units. The total this year included 8,235 trucks built in the U.S.

The five-month count was 117.8 percent higher than a year ago, from 42,016 in 1983 to 91,495. Included in this year's total were 48,888 vehicles assembled in the U.S.

Mazda dealers retailed a record 11,139 pickup trucks during the month, up 59.2 percent over last year's 6,997. Through May, the total was 83.3 percent higher than a year ago, a record 51,457 versus 28,067.

May sales by Isuzu dealers were up 182 percent over last year to 5,045 units, compared with 1,789 in 1983. The five-month total of 14,625 units was up 64 percent, versus 8,919 a year ago.

Mitsubishi's sales during the month were up 61 percent, from 713 last year to a record 1,148. Through May, the total rose 79.3 percent to a record 5,858 units, compared with 3,267 in 1983.

Big Three May, year-to-date sales

	May		year to date	
	1984	1983	1984	1983
Ford				
Vans	15,819	15,773	75,163	65,613
Club Wagon	3,045	2,822	13,966	12,592
Ranger	24,421	16,970	96,483	73,511
Courier	.....	.....	.....	5,657
Bronco	4,308	4,135	19,677	18,193
Bronco II	10,426	5,881	39,630	12,482
Pickups	52,064	39,141	231,367	171,906
Mediums	4,110	2,787	16,145	12,267
Heavies	1,007	660	4,390	3,205
Chevrolet				
Vans	17,811	13,516	75,231	60,302
Sportsvan	2,564	1,875	10,790	8,053
S-10	23,346	17,079	87,507	75,432
S-10 Blazer	14,916	7,716	58,476	36,817
LUV	.....	237	.....	2,766
El Camino	2,809	1,842	11,342	8,166
Blazer	4,434	2,971	21,079	12,114
Suburban	5,454	3,999	22,063	15,330
Pickups	48,875	34,217	202,722	153,688
Mediums	2,357	1,363	7,269	5,653
Chrysler				
Vans	6,522	7,002	32,185	29,802
Ram Wagon	4,320	3,621	19,848	15,233
Voyager	7,599	.....	35,517	.....
Caravan	8,011	.....	37,289	.....
Mini Ram Van	1,753	.....	5,235	.....
Ram 50	4,187	2,155	17,841	10,076
Other Plymouth Trucks	.....	1,002	378	4,204
Ramcharger	2,653	1,751	12,648	8,782
Rampage	953	1,089	4,552	4,724
Pickups	11,398	8,319	58,439	36,714
GMC				
Vans	4,031	5,077	21,187	20,407
S-15	4,647	4,138	18,740	16,913
S-15 Jimmy	3,094	1,658	13,548	6,625
Jimmy	768	651	3,884	2,919
Caballero	261	191	1,154	833
Suburbans	1,541	1,082	6,905	4,762
Pickups	10,802	8,908	51,971	42,005
P Models	423	482	2,098	1,395
Mediums	2,325	1,668	10,298	7,748
Heavies	1,535	664	5,533	3,112

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In domestic as well as international markets

Ford aims for 'best-in-class' quality

Continued from Page 49

manufacturing and assembly processes.

6. Monitoring quality and customer service.

7. Outside supplier self-control of quality.

"Market research made it clear that our customers wanted quality products," Geoffrey said. "Once this fact was fully understood by corporate management, quality improvement was established as our No. 1 priority.

"A Quality is Job No. 1 priority was backed by a written corporate policy. Quality improvement objectives were included in the company's five-year business plan, and long-term 'best-in-class' quality goals, expressed as reduced plant and field repairs, were established for all vehicle lines," Geoffrey said.

Among actions demonstrating Ford management's commitment to quality include a vacation shutdown policy set in place at all plants in 1983; assembly line stop buttons being piloted at nine plants, and automation being incorporated wherever possible to minimize operator-induced variation.

Job No. 1 dates have been delayed to assure a high level of quality at launch, Geoffrey said.

"At Ford, competitive quality information is being communicated on a regular basis to all personnel, including UAW management and hourly employes."

Geoffrey said that the most significant step Ford has taken in reducing variability has been a transition from inspection to statistical process control of manufacturing and assembly operations.

"Continually pursuing reduction in parts variability has paid off immensely. As parts are consistently made more nearly alike, the fit and function of parts and assemblies more nearly approach the target or ideal levels," he said.

This has been translated, he said, into annual savings of about $30 million due to reduced inventories at the Cleveland engine plant alone.

Since Ford gets about 50 percent of its production material from outside suppliers, it has attempted to get the vendors to follow its quality quest, Geoffrey said. Suppliers are getting involved earlier in feasibility feedback, development and evaluation. Since 1981, 114 five-day seminars in statistical process control for 4,500 supplier personnel have been completed.

The number of suppliers has been reduced 20 percent "to help increase uniformity of product." Longer-term contracts are being used to assure "ongoing commitment to quality and productivity, he said.

Hess signs

K. H. Hess signs with Chevrolet to become owner of Ken Hess Chevrolet, Inc., Middletown, Pa. Witnessing the signing are, from left: H. C. Marshall, Chevrolet's Philadelphia zone manager, and R. D. Welsh, dealership accountant.

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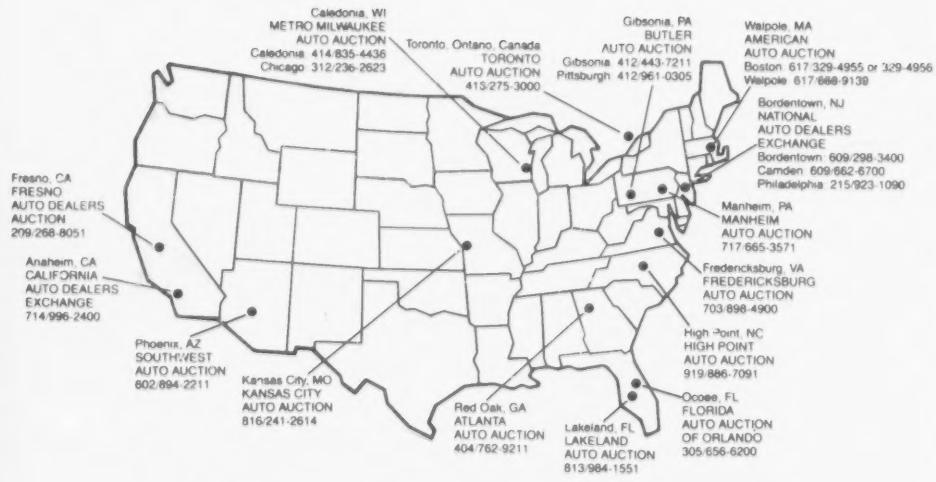

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June 19—Aptco Auto Auction, Taylor, Mich., and High Point Auction, High Point, N. C.

June 20—Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City, Mo., and Southern Auto Auction, Warehouse Point, Conn.

June 21—Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Corry Auto Auction, Corry, Pa.

June 22—Floyd Hauhe Auto Auction, Bridgeton, Mo., and Concord Auto Auction, Acton, Mass.

June 26—D-A Auto Auction, New Stanton, Pa.

June 27—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

June 28—Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

Chrysler Corp.

June 19—Hatfield Auto Auction, Hatfield, Pa.; Harrisonburg Auto Auction, Harrisonburg, Va.; NuCarPrep System, Santa Fe Springs, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

June 20—Columbus Fair Auto Auction, Obetz, O.

June 21—Indianapolis Auto Auction, Indianapolis, Ind.

June 26—Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Salt Lake Auto Auction, Salt Lake City, Utah.

June 27—Minneapolis Auto Auction, Plymouth, Minn.

June 28—Arena Auto Auction, Chicago, Ill.; Aptco Auto Auction, Taylor, Mich., and 166 Auto Auction, Springfield, Mo.

June 29—Concord Auto Auction, Acton, Mass.

Ford Motor Co.

June 20—Concord Auto Auction, Acton, Mass.; Lakeland Auto Auction, Lakeland, Fla.

June 21—Nashville Auto Auction, Nashville; 166 Auto Auction, Springfield, Mo.

June 27—Golden Gate Auto Auction, Fremont, Calif.; Minneapolis Northstar Auto Auction, Shakopee, Minn.

June 28—Aptco Auto Auction, Taylor, Mich.; Skyline Auto Exchange, Fairfield, N. J.

June 29—Denver Auto Auction, Englewood, Colo.

General Motors

June 20—Clanton's Auto Auction, Darlington, S. C., and Salt Lake City Auto Auction, Salt Lake City, Utah.

June 21—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago, Ill.

June 26—South Seattle Auto Auction, Inc., Kent, Wash.

June 27—Brasher's Auto Auction, Fontana, Calif.

June 28—Aptco Auto Auction, Taylor, Mich.; Dallas Auto Auction, Grand Prairie, Tex., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Used Car Sales

Auction Averages

June to date	$5,697
Month ago	$5,604
Year ago	$5,258

Model breakdown

Auction Averages

	JUNE	MAY	APRIL
1984	$12,129	$11,393	$13,891
1983	8,760	9,040	8,850
1982	6,177	6,165	6,589
1981	4,908	5,193	5,344
1980	4,299	4,345	4,621
1979	4,004	3,671	4,008
1978	2,353	2,431	2,910
1977	1,825	1,893	2,159
Overall Average	$ 5,697	$ 5,372	$ 5,418

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Saab-Scania AB
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Volkswagen of America
Volkswagenwerk A.G.

23-day supply on hand

Import-car inventory slashed to record low

Continued from Page 1

Japanese cars were only slightly above the May 1 total and sales of Japanese cars picked up as cars became available. The result was a higher selling rate. And that meant a days-supply level even tighter than the April 1 total of 16.

The German days' supply was the lowest on record, but 50 days of cars could soon begin to sound good for the German makes: U.S. importers said the real shortages have yet to show up on this side of the Atlantic.

• "Our pipline is so long that the stateside inventory has not been affected," a Volkswagen of America spokesman said of Porsche's 21-day supply. "At the moment, we're selling right off the boat."

Although the 911 Cabriolet is already experiencing shortages, the across-the-board shortages will begin to hurt toward the end of this month, he predicted.

BMW, which looks like it had a comfortable 54-day supply, reported regional shortages. German workers not on strike were asked to take their vacations this month instead of in August. By last week, a good portion of BMW's blue-collar and white-collar workers were "vacationing," but it remains to be seen whether the factories will operate during August.

The days' supply at Mercedes-Benz — 19 — was its lowest on record at AUTOMOTIVE NEWS. But again, the importer attributed the decline more to sales increases than to product shortages in the U.S.

• Altogether, the June 1 total of 213,780 new imported cars in dealer and port inventories was 4 percent below the May 1 total of 221,547. And it was 22 percent below the year-earlier inventory total of 275,411.

The June 1 days' supply — 23 — was dramatically reduced from the 32-day supply of a month earlier and the 33 days of a year earlier.

One year ago, the Japanese-car supply was universally accepted as short, at 28 days' worth. But it turned out to be nearly double today's supply level.

Honda recorded a dubious record this month, with its three-day supply of imported cars. In comparison, its 15-day supply of domestically built Accords looks almost robust.

Toyota increased its inventory by 45 percent since May 1, but its sales rate soared even faster. The result: A 10-day supply on June 1, down from a 13-day supply May 1.

The only Japanese make to increase its days' supply, in fact, was Chrysler's Mitsubishi line.

The non-German European makes increased their inventories by a hair last month, but their sales rates declined, so they ended the month with a 54-day supply, up from 48 days a month earlier.

Renault's imports still stand at a phenomenal 232 days. Saab and Volvo increased their inventories a bit, probably in anticipation of the annual country-wide vacation.

Inventories and days' supplies of imported trucks plummeted last month as the sales pace picked up. On June 1, import-truck inventories stood at 73,652, or 29 days' worth, compared with 82,378, or 44 days' worth, on May 1.

Cuts in Isuzu and Toyota truck inventories were the motivating factors.

The inventory of all imported vehicles—cars and trucks—fell to 287,432, or 24 days' supply, on June 1, from 303,925, or 34 days' supply, on May 1.

The inventory of Japanese-built cars totaled 107,508 on June 1, compared with 106,908 one month earlier. The Japanese nameplates and their days' supply levels were Honda (imports only), 3; Toyota, 10; Mazda, 13; Subaru, 14; Nissan, 18; Isuzu, 67, and Chevrolet's new Suzuki-built Sprint, an estimated 107.

In addition, Chrysler carried an 81-day supply of Mitsubishi-built cars: Plymouth Colt, 80 days; Dodge Colt, 81 days, Plymouth Conquest, 146 days, Dodge Conquest, 175 days, and Vista, 52 days.

German-car stocks on June 1 stood at 70,086, down from the May 1 total of 78,927. The German makes and their June 1 days' supplies: Mercedes-Benz, 19; Porsche, 21; Audi, 51; BMW, 54, and VW, 68.

Inventories of other European makes stood at 36,186 on June 1, up from the May 1 total of 35,712. The June 1 days' supply levels were Jaguar, 17; Volvo, 44; Peugeot, 46; Saab, 52; Alfa Romeo, 89, and Renault, 232.

Days' supply figures for import trucks were Mazda, 14; Toyota, 18; Nissan (import and domestic), 26; Mitsubishi, 48; Isuzu, 59, and Chrysler's Mitsubishi-built Ram 50, 102.

IMPORT STOCKS

	June 1, 1984	May 1, 1984	June 1, 1983
Honda	3	12	20
Isuzu	67	111	94
Mazda	13	21	24
Mitsubishi	25	39	106
Nissan	18	25	33
Subaru	14	37	33
Toyota	10	13	14
Chevrolet	107	.....	.....
Chrysler	81	56	91
JAPANESE MODELS	15	22	28
Audi	51	56	73
BMW	54	59	37
Mercedes-Benz	19	24	24
Porsche	21	27	25
Volkswagen	68	91	75
GERMAN MODELS	50	58	47
Alfa Romeo	89	24	86
Jaguar	17	18	25
Peugeot	46	48	128
Renault	232	267	167
Saab	52	31	43
Volvo	44	40	36
OTHER MODELS	54	48	70
TOTAL IMPORTED CARS	23	32	33
Isuzu	59	104	145
Mazda	14	20	43
Mitsubishi	48	36	108
Nissan*	26	37	54
Toyota	18	39	40
Chrysler	102	97	100
TOTAL IMPORTED TRUCKS	29	44	57
TOTAL IMPORTED VEHICLES	24	34	37

*—Including domestic-made trucks

17-day supply after 4th decline in row

New-car stock falls to 11-month low

Continued from Page 1

and Honda's U. S.-car supply rose to 15 days from 13.

The June 1 domestic-car inventory was divided this way: GM, 49.71 percent; Ford, 28.11 percent; Chrysler, 15.86 percent; AMC, 3.85 percent; VW, 2.00 percent, and Honda, 0.47 percent.

A month earlier, the breakdown was GM, 53.62 percent; Ford, 26.01 percent; Chrysler, 14.79 percent; AMC, 3.38 percent; VW, 1.78 percent, and Honda, 0.42 percent.

Chevrolet cut its new-car inventory the most of any division: To 40 days from its May level of 54 days. The Chevy Cavalier, at 33 days' supply, and Celebrity, at 28 days, were among the U. S. models in shortest supply.

But other GM divisions also made some big chops in their inventory levels last month.

Pontiac, for example, cut its supply to 43 days from 53. Its Fiero, with inventories enough to last only 11 days, is below even the U. S.-built Honda Accord (15 days). Other Pontiac models are short, too: Firebird has only 35 days' supply; Pontiac 6000, only 34 days.

Oldsmobile Division has four models in short supply: Cutlass Ciera and Supreme, Olds 88 and 98. Altogether, the division has a 31 day supply, down from 38 days on May 1.

Buick cut its inventory and days' supply, too. Its Electra, Century and LeSabre were particularly short. On June 1, Buick's supply stood at 40 days, down from 45 one month earlier.

Cadillac's inventories rose, but its sales rate last month rose more, so the division started June with a 39-day supply, down from 40 a month earlier.

Plymouth, Dodge and Lincoln-Mercury divisions also sliced their days' supply levels last month. The Mercury Marquis, at a 35-day level, and full-size Lincoln, at 28 days, were particularly short.

On the other side of the coin, the big Chrysler Corp. products, all AMC cars, the newer Fords (Tempo, Topaz and Thunderbird), VW Rabbit, Cadillac Cimarron, Pontiac Phoenix and Oldsmobile Firenza topped the bloated-inventory list.

Chevy Malibu, last produced in the 1983 model year, still had a 51-day supply left on June 1 — but that was only 137 cars.

• By class size, the June 1 inventory broke down this way: Subcompact, 21.14 percent; compact, 28.26 percent; intermediate, 29.43 percent; standard, 12.61 percent, and luxury, 8.56 percent.

One month earlier, the breakdown was subcompact, 19.51 percent; compact, 27.83 percent; intermediate, 31.72 percent; standard, 12.54 percent, and luxury, 8.40 percent.

The June 1 days' supply figures by market class:

Subcompact — Alliance, 101; Encore, 90; Rabbit, 83, Daytona, 81; Laser, 72; Lynx, 72; Charger, 71; Pontiac 1000, 67; Turismo, 65; Escort, 60; Omni, 58; Horizon, 52; Chevette, 49; EXP, 45; Accord, 15, and Fiero, 11.

Compact — Eagle, 105; Cimarron, 98; Tempo, 90; Topaz, 87; Capri, 80; Firenza, 72; Dodge 600 two-door, 66; Aries, 61; LeBaron, 61; Camaro, 54; Mustang, 54; Reliant, 52; Skyhawk, 52; 2000 Sunbird, 48; Firebird, 35, and Cavalier, 33.

Intermediate — New Yorker, 81; Thunderbird, 80; Chrysler E Class, 73; Dodge 600 four-door, 73; Phoenix, 70; Cougar, 58; Bonneville, 57; Grand Prix, 54; Malibu, 51; Regal, 48; Monte Carlo, 46; Omega, 45; Citation, 44; Skylark, 43; LTD, 43; Marquis, 35; Pontiac 6000, 34; Century, 32; Celebrity, 28; Cutlass Supreme, 27, and Cutlass Ciera, 24.

Standard—Pontiac, 65; Crown Victoria, 58; Diplomat, 51; Grand Marquis, 51; Chevrolet, 45; LeSabre, 34, and Olds 88, 29.

Luxury — Fifth Avenue, 86; Mark VII, 69; Continental, 68; Toronado, 60; Eldorado, 47; Corvette, 44; Riviera, 43; Seville, 43; Cadillac, 30; Olds 98, 30; Lincoln, 28, and Electra, 25.

NEW-CAR STOCKS

	May, 1984	April, 1984	May, 1983
Alliance	101	87	44
Encore	90	88	...
Spirit	...	...	42
Concord	...	...	18
Eagle	105	87	53
AMERICAN MOTORS	97	87	45
Horizon	52	48	44
Reliant	52	66	30
Turismo	65	61	42
Plymouth	22	21	45
Plymouth Total	52	57	35
LeBaron	61	60	62
Laser	72	76	...
Cordoba	...	...	67
Fifth Avenue	86	72	95
New Yorker E	81	94	65
E-Class	73	70	95
Chrysler Total	73	72	77
Omni	58	51	51
Daytona	81	76	...
Charger	71	64	46
Aries	61	81	46
Dodge 400/600	66	69	65
Mirada	...	...	127
Dodge 600, 4 dr.	73	70	84
Diplomat	51	132	69
Dodge Total	65	67	55
CHRYSLER CORP.	64	66	53
EXP	45	51	54
Escort	60	59	39
Fairmont	...	...	56
Granada	...	...	...
Tempo	90	85	162
Mustang	54	63	79
Thunderbird	80	76	88
LTD	43	46	56
Crown Victoria	58	54	45
Ford Division	63	63	58
LN7	...	...	70
Lynx	72	83	44
Topaz	87	92	130
Cougar	58	59	57
Zephyr	...	...	49
Marquis	35	39	63
Grand Marquis	51	50	41
Capri	80	103	116
Total Mercury	57	61	56
Continental	68	94	91
Lincoln	28	25	42
Mark VII	69	94	78
Lincoln Total	45	48	59
FORD MOTOR	60	61	57
Skyhawk	52	68	26
Skylark	43	49	39
Century	32	33	58
Regal	48	54	...
LeSabre	34	36	31
Electra	25	35	51
Riviera	43	45	44
Buick Division	40	45	42
Cimarron	98	124	71
Eldorado	47	47	55
Cadillac	30	33	49
Seville	43	43	55
Cadillac Division	39	40	52
Chevette	49	69	57
Cavalier	33	45	28
Citation	44	47	60
Camaro	54	68	53
Celebrity	28	42	53
Malibu	51	52	45
Monte Carlo	46	68	56
Chevrolet	45	57	54
Corvette	44	51	20
Chevrolet Division	40	54	48
Firenza	72	84	42
Cutlass Ciera	24	31	47
Omega	45	59	43
Cutlass Supreme	27	37	17
Olds 88	29	31	23
Olds 98	30	36	26
Toronado	60	61	51
Oldsmobile Division	31	38	32
Fiero	11	12	...
1000	67	75	52
2000 Sunbird	48	67	26
Phoenix	70	72	57
Firebird	35	52	43
6000	34	40	45
Bonneville	57	72	46
Gran Prix	54	71	54
Pontiac	65	70	53
Pontiac Division	43	53	44
GENERAL MOTORS	38	47	42
VOLKSWAGEN	83	97	63
HONDA	15	13	29
Total Cars U. S.	47	53	47

Detroit Adcraft elects Willens president for '85

DETROIT. — The Adcraft Club of Detroit elected five new officers for the 1985 season.

Harvey Willens, owner of Willens - Michigan, Inc., was elected president; Richard T. Flynn, Detroit ad manager for People magazine, was elected first vice president, and Val Corradi, vice president/automotive marketing, Newspaper Advertising Bureau, was elected second vice president.

Additionally, Bruce P. Andrews, senior vice president-administrative general manager, Kenyon & Eckhardt, was elected treasurer of Adcraft.

James Berline, executive vice president-general manager, BBDO/Detroit, was elected corporate secretary of the club which has 3,104 members.

Auto Form hits 1,000

ELKHART, Ind.—Auto Form Corp., an 18 - month - old firm, has shipped its 1,000th convertible. The company converts Camaros and Firebirds at facilities here and in Shawnee, Okla.

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Makers assemble 163,202, down a shade for week

Car production holds at high level

By Joe Wilssens
Staff Writer

Overtime at 13 assembly plants helped domestic auto makers maintain production levels last week.

U. S. manufacturers slated completion of 163,202 cars last week, down 0.69 percent from the previous week's 164,341. Last week's tally was 11.19 percent above the year-ago week's 146,785.

So far this year, 3,946,981 autos have been assembled, 30.25 percent greater than 3,030,356 finished during the comparable 1983 period.

The industry's four-millionth car is expected to be assembled Tuesday (June 19).

Of last week's estimated car production in the U. S., General Motors accounted for 54.90 percent, followed by Ford Motor Co., 23.14 percent; Chrysler Corp., 15.84 percent; American Motors, 2.94 percent; Honda, 1.84 percent, and Volkswagen of America, 1.34 percent.

Oldsmobile built its one-millionth car of the 1984 model year Tuesday (June 12), the earliest date the division has reached that total.

Oldsmobile also reported that the G line at the company's Lansing facility will resume production today (June 18) while the B line at Lansing will remain down until Aug. 6. Both will produce the GM20 auto.

GM's Wilmington (Del.) and Baltimore plants will also remain down until August for model changeover.

Chevrolet concluded assembly of its El Camino model at the Arlington (Tex.) facility June 8.

GM led the overtime list with seven plants working two Saturday (June 16) shifts. Extra hours were scheduled at the company's Arlington (Tex.), Doraville (Ga.), Fairfax (Kans.), Framingham (Mass.), Linden (N. J.) and Flint B and G plants.

The Wayne (Mich.) plant was the only Ford facility reporting Saturday overtime last week.

At Chrysler, the Belvidere (Ill.), Newark (Del.) and St. Louis plants No. 1 and No. 2 worked two 9-hour daily shifts last week while the Jefferson (Detroit) plant scheduled two 8½-hour daily shifts. Jefferson was also scheduled to operate two 8-hour Saturday shifts.

ITC finds imports hurting steel; price hike to hit cars

By Roger Rowand
Engineering Editor

DETROIT — Relief for U.S. steel makers from imported pressures means steel prices will go up. Resulting rising costs for auto makers will be among reasons for higher stickers of 1985-model cars and trucks.

Last week the ITC ruled that U.S. steel makers have been injured by imports of some steel types including sheets, strip and wire products heavily used in the auto industry.

In all, some 70 percent of all imported steel comes under the injury ruling.

What happens now is tightly-structured. ITC has scheduled public hearings for June 21 on what relief for the steel industry should consist of. Then, on July 24, it will forward its specific recommendations for relief to the White House.

President Reagan then has 60 days in which to act. That brings decision time to late September, just before elections.

Regardless of how relief is spelled, U.S. restrictions will mean immediate higher costs of the auto industry's staple metal.

After the ITC injury ruling, Donald H. Trautline, president of Bethlehem Steel Corp., said relief will require an immediate average price increase of $50 a ton. He said a study by Data Resources, Inc., concluded that much would be needed.

The average price now, he said, is $443 a ton.

Bethlehem and the Steelworkers Union, in a joint statement, said:

"With meaningful import relief, the domestic steel industry will be able to increase and stabilize employment as well as generate sufficient cash flow to finance the remaining portions of the modernization efforts needed to maintain the industry's competitive position."

General Motors said it would be premature to comment on the ITC action and declined to comment on the impact of the anticipated steel price increase.

Innocenti for Thomas

WINDSOR, Ont. — Mark Thomas has added Innocenti at his Windsor Imported Autos, Ltd. He also has a Mercedes-Benz franchise.

CANADIAN CAR PRODUCTION

	Week Ended June 16 1984	Week Ended June 18 1983	Week Ended June 9 1984	June to Date	Jan. 1, to June 18 1983	Jan. 1, to June 16 1984
AMERICAN MOTORS	600	820	610	1,331	15,205	11,641
CHRYSLER CORP.					103,857	
FORD MOTOR	10,750	9,734	10,685	23,592	102,384	213,369
GENERAL MOTORS	13,511	12,852	13,554	29,760	267,427	313,204
VOLVO	225	225	225	495	5,040	5,225
Total Cars, Canada	25,086	23,631	25,074	55,178	493,913	543,439

TRUCK PRODUCTION IN U. S.†

	Week Ended June 16 1984	Week Ended June 18 1983	Week Ended June 9 1984	June to Date	Jan. 1, to June 16 1983	Jan. 1, to June 16 1984
CHEVROLET	19,334	18,316	20,090	42,652	362,017	465,942
DODGE	4,900	2,571	4,368	9,935	63,021	98,903
FORD	25,989	22,965	26,163	56,372	419,008	576,187
GMC	6,572	5,202	7,239	14,886	120,576	152,560
INTERNATIONAL	1,714	1,246	1,769	3,752	23,466	36,073
VOLKSWAGEN					2,079	
JEEP	3,800	1,360	3,934	8,363	37,007	89,602
NISSAN	2,100		2,103	4,524		44,934
AM GENERAL	50*	50*	50*	109*	1,140*	1,230*
MISCELLANEOUS	1,000*	1,000*	1,000*	2,160*	22,800	24,400*
Total Trucks, U. S.	65,459	52,710	66,716	142,758	1,051,114	1,489,836

CANADIAN TRUCK PRODUCTION

	Week Ended June 16 1984	Week Ended June 16 1983	Week Ended June 9 1984	June to Date	Jan. 1, to June 18 1983	Jan. 1, to June 16 1984
CHRYSLER CORP.	8,328	2,681	8,175	17,916	63,766	173,143
FORD MOTOR	3,300	3,669	3,344	7,326	66,786	77,580
GENERAL MOTORS	5,448	6,397	6,325	13,029	119,784	145,336
INTERNATIONAL	170		171	368	3,216	3,480
Total Trucks, Canada	17,246	12,747	18,015	38,639	253,552	399,539
N. American Trucks	82,705	65,457	84,731	181,397	1,304,666	1,889,375

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

Truck production slips a bit from '81 weekly high

U. S. truck manufacturers scheduled overtime hours at assembly facilities last week to maintain the upbeat output pace of the previous week.

The makers targeted production of 65,459 trucks last week, down 1.89 percent from the previous week's 1984 record weekly build of 66,716. Last week's tally was 24.19 percent above the year-ago week's 52,710.

Year-to-date, 1,489,836 trucks have been completed, 37.58 percent above the 1,051,114 finished at this time last year.

General Motors scheduled two Saturday (June 16) overtime shifts at its Pontiac plant No. 6.

Ford Motor Co. scheduled Saturday overtime hours at its Kansas City facility.

Canada builds 25,086 cars for highest '84 total

Canadian auto production last week held steady at its 1984 peak.

The makers targeted completion of 25,086 cars last week, 12 units more than the previous week's 25,074 and 6.16 percent greater than the year-ago week's 23,631. Last week's estimated auto build was the highest weekly production Canada has recorded this year.

Year-to-date, 543,439 cars have been completed, 10.03 percent higher than 493,913 finished at this time last year.

Canadian truck manufacturers slated assembly of 17,246 units last week, down 4.27 percent from the prior week's 18,015 but 35.30 percent above the year-ago week's 12,747.

So far this year, the makers have finished 399,539 trucks, 57.58 percent greater than 253,552, the 1983 total at this point.

U. S. CAR PRODUCTION

	Week Ended June 16 1984	Week Ended June 16 1983	Week Ended June 9 1984	June to Date	Jan. 1, to June 18 1983	Jan. 1, to June 16 1984
AMERICAN MOTORS	4,800	4,953	4,875	10,451	85,540	97,093
AMC Total					4,071	
Eagle					4,071	
Renault Total	4,800	4,953	4,875	10,451	81,469	97,093
Alliance	2,425	4,953	2,533	5,352	81,469	51,812
Encore	2,375		2,342	5,099		45,281
CHRYSLER CORP.	25,850	19,443	29,070	59,920	403,417	632,921
Plymouth Total	6,550	6,197	8,453	16,406	143,224	185,413
Horizon	2,600	2,297	3,924	7,065	49,716	76,119
Reliant	3,500	3,689	3,887	8,127	90,947	95,383
Caravelle†	100	211	216	357	2,561	4,449
Gran Fury	350		426	857		9,462
Chrysler Total	9,300	4,886	9,848	20,916	99,115	212,589
LeBaron	2,700	2,090	3,129	6,360	47,184	63,967
Laser	1,500		1,739	3,554		38,530
Chrysler E-Class	2,900	2,796	2,334	5,728	51,881	54,434
Fifth Avenue	2,200		2,646	5,274		55,658
Dodge Total	10,000	8,360	10,769	22,598	161,078	234,919
Omni	3,000	2,849	3,341	6,989	55,659	72,091
Aries	3,200	3,532	2,846	6,511	69,009	74,937
Daytona	1,100		1,374	2,671		29,122
Dodge 400		823			16,942	
Dodge 600	1,700	1,156	1,943	3,954	19,468	40,936
Diplomat	1,000		1,265	2,473		17,833
FORD MOTOR	37,775	30,245	38,431	82,375	702,011	852,507
Ford Division	23,949	17,688	24,374	52,413	452,082	556,485
Escort	7,719	5,281	7,310	16,399	128,301	172,686
Fairmont					23,728	
Mustang	3,274		3,198	7,008	56,946	65,032
LTD	4,111	3,428	4,143	8,875	84,566	107,078
Thunderbird	2,741	4,037	4,323	7,646	99,544	78,355
Crown Victoria	1,307	1,908	1,276	2,789	43,559	37,003
EXP	1,259		590	1,954	1,184	15,800
Tempo	3,538	3,034	3,534	7,742	14,254	80,531
L-M Division	13,826	12,557	14,057	29,962	249,929	296,022
Mercury Total	10,261	9,810	9,917	21,682	197,359	213,677
Lynx	1,376	1,668	1,142	2,735	32,324	32,991
Capri	211		296	567	11,127	8,914
Zephyr					8,601	
Marquis	2,757	1,495	3,064	6,245	36,274	54,929
Cougar	2,831	4,007	2,342	5,484	54,183	49,779
Grand Marquis	2,324	1,767	2,307	5,001	50,081	46,449
LN7					290	
Topaz	762	873	766	1,650	4,479	20,615
Lincoln Total	3,565	2,747	4,140	8,280	52,570	82,345
Continental	935	272	1,085	2,172	7,939	17,957
Lincoln	2,232	1,624	2,590	5,181	27,007	48,304
Mark VI/VII	398	851	465	927	17,624	16,084
GENERAL MOTORS	89,595	90,899	86,710	190,406	1,780,564	2,248,418
Buick Division	21,336	22,217	20,977	45,844	414,907	488,332
Skylark	2,200	3,477	2,125	4,685	49,592	47,288
Skyhawk	3,120	1,442	3,124	6,738	33,748	77,205
Century	4,268	4,094	4,480	9,549	73,233	107,347
Regal	4,770	5,236	4,696	10,264	118,845	107,657
Buick	4,426	6,754	4,270	9,370	118,823	105,469
Riviera	955	1,214	801	1,897	20,666	25,192
Electra (fwd)	1,597		1,481	3,341		18,174
Cadillac Division	6,542	6,148	6,139	13,714	156,330	159,502
Cimarron	255	322	277	569	10,043	8,700
Seville	829	581	695	1,658	16,782	20,056
Eldorado	1,849	1,341	1,555	3,669	36,760	37,896
Cadillac	1,778	3,904	1,905	4,019	92,745	73,770
Deville (fwd)	1,831		1,707	3,799		19,080
Chevrolet Division	28,748	33,151	28,720	61,822	560,678	767,816
Chevette	2,132	4,188	1,219	3,555	86,240	98,303
Cavalier	8,293	8,507	9,293	18,762	122,444	197,420
Celebrity	6,212	4,995	6,177	13,310	50,805	143,741
Camaro	5,130	5,279	5,205	11,228	92,011	126,135
Citation	2,205	1,819	2,269	4,846	53,913	52,980
Malibu/El Camino		3,492	682	810	73,852	16,346
Monte Carlo	1,832	2,381	870	2,844	43,337	60,210
Chevrolet	2,344	1,873	2,383	5,146	27,951	57,016
Corvette	600	617	622	1,321	10,125	15,665
Oldsmobile Division	22,580	20,362	21,106	47,430	467,270	565,625
Omega	910	1,604	929	1,976	30,362	24,906
Firenza	1,200	1,031	1,364	2,844	22,685	37,528
Cutlass Supreme	3,992	5,300	3,397	8,051	134,911	147,334
Cutlass Ciera	6,558	4,499	5,587	13,256	91,527	135,566
Oldsmobile	6,778	7,070	7,023	14,896	168,965	177,706
Olds 98 (fwd)	1,970		1,822	4,096		20,063
Toronado	1,172	858	984	2,311	18,820	22,522
Pontiac Division	10,389	9,021	9,768	21,596	181,379	267,143
Acadian†	90	244	85	191	8,534	8,629
2000 Sunbird	2,920	2,673	3,460	6,832	47,819	71,799
1000	622	912	476	1,158	19,331	20,100
Firebird	2,682	2,383	2,460	5,497	44,358	53,928
Phoenix	855	385	857	1,846	13,374	11,565
Grand Prix/Bonneville		2,424			47,963	29,733
Parisienne	520		539	1,108		13,807
Fiero	2,700		1,891	4,964		57,582
HONDA	3,000	1,245	2,874	6,346	16,070	60,611
VOLKSWAGEN	2,182		2,381	4,899	42,754	55,431
Total Cars, U. S.	163,202	146,785	164,341	354,397	3,030,356	3,946,981
Total Cars, Canada	25,086	23,631	25,074	55,178	493,913	543,439
N. American Cars	188,288	170,416	189,415	409,575	3,524,269	4,490,420
N. American Trucks	82,705	65,457	84,731	181,397	1,304,666	1,889,375
North American Cars and Trucks	270,993	235,873	274,146	590,972	4,828,935	6,379,795

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

General Motors scheduled Saturday (June 16) overtime at all three of its Oshawa (Ont.) facilities last week.

Chrysler Corp. also scheduled Saturday overtime at its Windsor (Ont.) plant and estimated production of 2,358 Dodge Caravans, 2,346 Plymouth Voyagers and 936 Mini Ram Vans last week. The output lifted the plant's 1984 build over the 100,000 mark for a year-to-date T-115 total of 105,316.

Automotive News

June 25, 1984

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Fiero fighter

Toyota MR2 heads for U. S. next year

Toyota's miniature flagship, the mid-engined coupe shown as the SV-3 at last year's Tokyo Motor Show, has been renamed MR2 and is on sale in Japan. The car is 49 inches nigh, 154.5 inches long and sits on a 91.4-inch wheelbase. It will come to the U. S. in January. Story on Page 8.

Extra sticker notes place of assembly

Dealers receive Mexican K-cars

By Mary Beth Mayer
Staff Writer

Some of the 1,000 K-cars which Chrysler de Mexico S.A. will export to the U.S. this month are now on the lots of dealerships in Chrysler Corp.'s 10 southernmost zones.

Chrysler de Mexico will send to the U.S. 1,000 cars per month through August with exports continuing into the 1985-model year. The cars are assembled in Toluca, just south of Mexico City.

A Chrysler spokesman said the Toluca-built cars are identified as such on the sticker and on another label alongside the sticker.

Chrysler sends a questionnaire to purchasers of its vehicles. Buyers of the Mexican K-cars will receive such a survey with an extra question asking if they were aware that their vehicles were built in Toluca, the spokesman said.

Broadway Dodge, San Antonio, is one of the dealerships which has received some Toluca-built K-cars.

"In this town where 70 percent of the people have Hispanic surnames," said Keith Mason, dealership general manager, "I don't feel any differently about the K-cars which come from Mexico."

Mason said that the dealership has many Hispanic employes. "Those people are good people," he said. "I feel confident that (the Mexican workers) will deliver quality products."

• Two Mexican gentlemen recently visited Mason at the dealership.

"One was the chief inspector at the Toluca facility and the other was the plant's quality control manager," said Mason. "They traveled all the way here to make sure the cars they sent us are satisfactory.

"I've been in the car business 20 years and I've never had anyone in Detroit ask me how I like the way they are building the cars," he said.

Mason said that he does not feel it is necessary to point out to prospective customers that the cars were assembled in Mexico.

"It's there twice on the window labels—that speaks for itself," he said.

Benson Ingram Park Co. (Chrysler-Plymouth-Mazda), San Antonio, has also received two of the Toluca K-cars.

Guy Sensiba, a salesman at the dealership, said that the quality appears to be equal to the cars' U.S.-built counterparts.

"I wouldn't point out the origin of these cars to customers because we don't point out that the Voyagers are made in Canada and that's the same thing," Sensiba said.

"I don't care where the cars are made as long as the quality is there and it's guaranteed," said John Creveling Jr., Creveling Dodge Motor Co., Corpus Christi, Tex. "We don't discriminate against our neighbors."

Engine trend reversed; V-8s stage comeback

By Keith Gave
Detroit Reporter

Stabilized gasoline prices have helped fuel America's rekindled love affair with faster and bigger cars, and U. S. auto makers are responding by producing more V-8 engines and fewer 6- and 4-cylinder powerplants, reversing a five-year trend.

In the '83 model year, V-8 production rose to 31 percent of production, an increase of 3 percentage points, as domestic manufacturers turned out 1,854,062 of the big engines. And an Automotive News survey last week indicated they plan to build more this year.

"People are much more interested in performance and luxury cars than they were a couple of years ago," said David Healey, an auto analyst in New York with Drexel Burnham Lambert, Inc. "There's a willingness to get into the cars you really want rather than the cars you think you ought to have."

They're able to do that, Healy explained, because concern over gasoline prices and availability has passed.

"It's kind of funny, they're shooting up tankers in the Persian Gulf, but nobody cares," he said. "And the memories of the long lines at the gas pumps (a result of problems in the Middle East 10 years ago) is fading."

• In the 1979 model year, domestic auto makers made 5,457,038 V-8 engines, which accounted for 58.39 percent of production. They made 2,243,736 six-cylinder engines that model year, accounting for 24.01 percent, and just 1,644,731 four cylinder powerplants, or 17.6 percent.

But the second "oil shock" of that decade resulted in a dramatic turnaround. As gasoline

Continued on Page 8, Col. 1

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GM to continue $6 billion a year in capital outlay

By Marjorie Sorge
Labor Editor

General Motors will spend $6 billion to $7 billion a year for the foreseeabe future on new plants, innovation and new product development, according to Alexander A. Cunningham, executive vice president, North American Passenger Car Operations.

"I don't see the overall spending program of General Motors for new plants, innovations and so on diminishing to a large degree," he said. "If you take two things into consideration — the need to stay competitive in the business and the effect of inflation — it is not difficult to predict that we will be doing that for a long time."

In an interview with Automotive News, Cunningham also said that under GM's reorganization, the divisions will be able to initiate joint ventures, decide on their own introduction dates and form their own companies outside of GM. Suppliers must also reorganize if they intend to continue to supply GM.

Potential GM executives, he said, will have to be "jacks-of-all-trades," not specialists, if they want to move up the ladder. There will be cuts in the finance, public relations and central office staffs, and the future marketing staffs will not be made up solely of marketing people.

Cunningham heads the GM reorganization.

The annual $6-billion-to-$7-billion expenditure is over and above the five-year, $40-billion capital spending program GM announced in 1980. That money, Cunningham said, is already spent.

Some of the new money will be used to refurbish aging assembly plants and some will be used to build new plants. According to Cunningham, GM will need at least two new facilities to continue taking 46 percent of the U. S. market, given annual sales of 14 million cars and trucks.

GM will modernize other plants and some will be retooled to build more cars an hour.

Even when pressured, he wouldn't say how much GM intends to increase its market share under the reorganization, which should be completed by 1988. But, he said if GM does take more of the market, it will take it from both domestic and foreign competitors.

"We will pick on the people who are not doing the job of satisfying the customers like we are," Cunningham said. "But whoever that might be, we are going to take a bite out of the company that is trailing the pack."

The GM reorganization plan, announced earlier this year, divides the five car divisions and Canadian operations into two supergroups. Buick, Oldsmobile

Continued on Page 22, Col. 1

breaking news

Ford puts Lutz back at European helm

DEARBORN. — Robert A. Lutz is returning to Europe to run Ford of Europe. He will be chairman and chief executive officer of that Ford Motor Co. subsidiary.

Ford of Europe has been leaderless since the recent departures of Edward Blanch, chairman, and James Capolongo, president. Blanch retired this spring at the age of 58. Capolongo's resignation followed, leaving the company without a president or chairman. Capolongo is 49.

Ford lost the European sales championship to Renault last year on a late surge by the French maker. Since Europe accounts for 30 percent of Ford Motor Co.'s auto business, that defeat did not sit well.

Lutz will continue as an executive vice president and a director of Ford Motor Co. He had been in charge of Ford International Automotive Operations, which no longer exists in its former form as a result of the restructuring.

Ford's overseas activities now are divided into two parts: European Automotive Operations, which is Ford of Europe, and the rest of the world. Those activities will be headed by Lindsey Halstead, a Ford Motor vice president who was in charge of Latin American operations.

Lutz headed Ford of Europe before he was promoted to executive vice president and placed in charge of all the company's overseas business. As noted, he will be chairman of Ford of Europe. The president will be appointed.